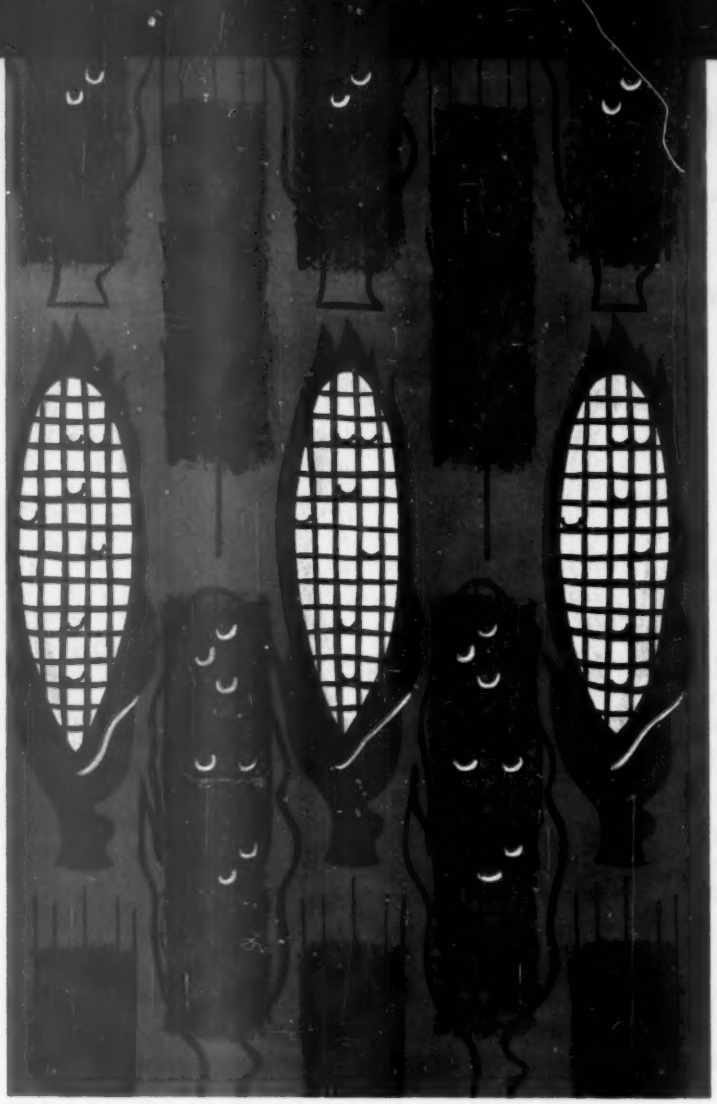

JANUARY 21, 1963

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With Common Market

Prospects for Feed Grains

Our Cotton Markets in Asia

FOREIGN AGRICULTURE

Including FOREIGN CROPS AND MARKETS

THE UNIVERSITY
OF MICHIGAN

PERIODICAL
READING ROOM

A WEEKLY MAGAZINE OF THE UNITED STATES DEPARTMENT OF AGRICULTURE
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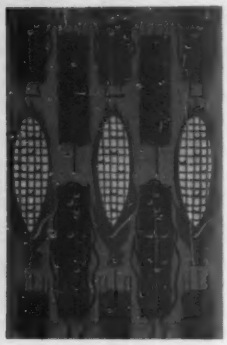

Feed grains

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DEPOSITED BY THE
UNITED STATES OF AMERICA

MARKET ACCESS: the first step to trade

Raymond A. Ioanes

Whatever else we do to expand U.S. agricultural exports, we must take one essential first step—assure foreign market access for our products. We can produce high-quality items, price them "right," promote them vigorously—but we can't sell them abroad if foreign governments erect trade barriers against them. Market access is our biggest trade problem today, because every commercial importing country in the world imposes some restrictions on farm products.

The importance of market access is generally recognized, but opinions differ as to what should be the U.S. approach to the problem.

Some people think nothing can be done. They say, "Foreign farmers naturally want the lion's share of their own markets. And because farmers make up a sizable part of the voting population, foreign governments will always protect them. While it is true that our trade is hurt by foreign agricultural protectionism, such as quantitative restrictions on imports and variable unlimited import levies, nevertheless politics make such protectionism inevitable. We might as well resign ourselves to the idea that U.S. farmers will never supply more than the 'residual' volume that foreign farmers, for one reason or another, cannot produce themselves."

Another group argues, "Let's not be so defeatist. Foreign countries have consumers as well as producers—and consumers vote too. When you look at the record, you see that reciprocal trade agreements have helped us reach foreign consumers. But we have gone about as far as we can go. Now we are up against hard-core agricultural protectionism. If we try too hard to get rid of that, we can lose more than we stand to gain."

Now, a positive, aggressive third school has appeared whose members insist, "We must keep chopping away at protectionism. Our trading partners have problems—but so do we. Our stakes in more liberal trade are tremendous. Our agricultural exports in fiscal 1962 hit a record $5.1 billion total, of which $3.6 billion was for cash. We can't be indifferent when that trade is endangered."

The U.S. Government agrees with this latter approach. Our agricultural trade involves the well-being of our farm economy, earnings of workers in industries related to agriculture, the U.S. balance of payments position, our overall posture in foreign affairs, and many other considerations. Trade restrictions cannot be removed completely, perhaps, but further relaxation would help not only Americans but millions of people in other countries.

We hope that through negotiation we can achieve this further relaxation of trade restrictions. Negotiation calls for mutual concessions, but negotiation is not all concession.

The Trade Expansion Act of 1962 instructs the President to deny the benefits of U.S. trade agreements, to the extent consistent with purposes of the Act, to countries maintaining non-tariff trade restrictions. The United States insists on reciprocal treatment in the trade area. If reciprocal treatment is not accorded us, the law directs that the bargain be redressed.

Problems facing us are complex. But they are not insoluble. They can be solved if men of like mind and good will address themselves earnestly and zealously to the task of freeing world trade in farm products for the benefit of all mankind.

RAYMOND A. IOANES,
Administrator, Foreign Agricultural Service

Right, harvesting grapes, Burgenland. Austria hopes to boost sales of its high-quality wines in the Market area by identifying place of origin.

Below, wheat field in Baumgarten, in lower Austria. Except in mountainous areas, use of tractors and combines has increased greatly.

Austria Seeks Link With Common Market

Farmers fear loss of markets unless some form of association is found.

By NORRIS C. ELLERTSON
U.S. Agricultural Attaché, Vienna

Austria, situated in the heart of Europe with boundaries touching on both the Common Market and the Soviet Bloc, has applied for associate membership in the European Economic Community, as the Market is officially called.

Though Austria trades with its Bloc neighbors, there is little doubt as to where its interests lie. In 1961, the country's exports, agricultural as well as industrial, totaled $1.2 billion. Only 15 percent of this was realized from the Soviet Bloc, whereas 50 percent was accounted for by trade with the Common Market countries.

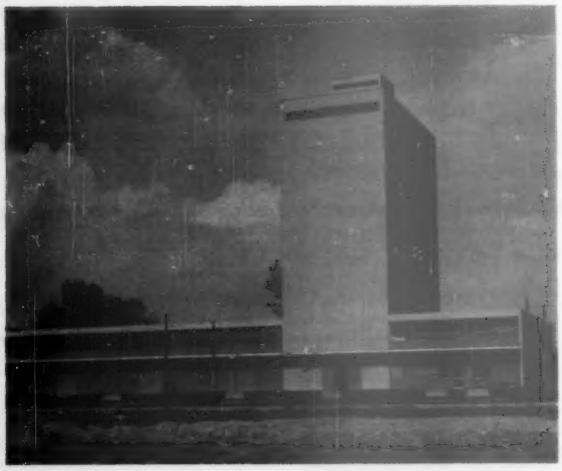
This heavy dependence upon export outlets in the EEC countries is a matter of grave concern to Austria. It is feared that unless an appropriate form of associate membership with the EEC can be found, the country's exports to the area will increasingly, and eventually critically, be affected by the EEC's fixed common external or variable import levies tariff as a result of the Common Agricultural Policy.

Farm products in particular would be hurt by these tariffs and levies because the amount of such commodities going to the EEC accounts for about four-fifths of Austria's total agricultural exports. Austrian farmers, like the country's industrialists, hope, through associate membership, to maintain at least the present volume of exports to the Common Market countries.

If a link with the EEC holds promise for Austria's farm trade, it also has its unfavorable aspects, and only by looking at the commodities separately can one get a clear view of both sides of the picture.

Wheat: Austrian experts are of the opinion that they have little to fear from an integrated European wheat market if the ultimate producer price is set near the simple average for the present members of the EEC. The Austrian producer price for wheat is now at about that level, so no price reduction should be required. However, they would expect to be protected from world market prices through the variable levy system as present members are.

Grain silo, Salzburg.



Much of Austria's farmland is mountainous. Left, haying by hand on a high pasture in the Tyrol. Above, summer watering place above the timberline.

Rye: In Austria, rye ranks as a bread grain while the EEC classes it as a feed grain. The present differential between the Austrian producer price and the ultimate EEC target price may be between 30 and 40 cents a bushel. Assuming annual rye marketings of 240,000 metric tons, the loss to Austrian rye growers, in case of an EEC association, could run to roughly $3.25 million a year, or about 15 percent of the value of rye brought to market. To avert, or at least mitigate, the hardships resulting from such a price adjustment, it is now proposed that domestic rye growers be paid a planting premium if a lower EEC price replaces the present domestic producer price.

Feed grains: Austrian farmer representatives expect that the future producer target price for feed grains in the EEC will correspond to the current Austrian level, and for this reason adverse effects on domestic feed grain production are unlikely to occur.

Poultry and eggs: Austrian farm leaders take the position that the production of poultry and eggs should largely remain with family farms to provide a source of additional income to these usually small units. Because of this attitude the Austrian poultry industry will find it difficult to attain a level of productivity that will enable them to compete in a common European market. Consequently, it has been proposed that domestic poultry keepers be allowed a long period of transition in order to make the necessary changes and adjustments.

Beef: Austrian cattle producers, more than any other producer group, unreservedly support the country's endeavors to arrive at an association arrangement with the EEC. Austria's exports of livestock and meat account for about 55 percent of the country's total farm exports, and in recent years about 90 percent of the shipments have gone to EEC countries.

Sales of breeding cattle, dairy cattle, and work stock would increase more with association than if the country remained outside the EEC. For beef, association is essestial too. On the basis of both price and quality Austria currently holds a fairly strong position in the Western European beef market, but increasing tariff discrimination by the EEC would sooner or later seriously impede its exports to the traditional buyers—Italy and West Germany.

As an interim solution to the problem posed by the EEC's Common External Tariff, the Austrian Government, on January 1, 1963, raised export payments on live beef cattle from the present 5.78 percent to 7.14 percent of the stated value, and the payment on beef from 0.85 percent to 7.14.

Pork: Prevailing opinion is that the country's hog industry rests on a solid foundation of comparatively low production costs and favorable freight rates. Also, standardization of feed grain prices in the EEC area will further improve the industry's competitive position, for prices in important European pork-exporting countries will increase while Austria's will probably remain the same.

The Austrian hog industry does not regularly export pork and therefore is not as susceptible to tariff and quota discrimination as the domestic cattle industry. Nevertheless, to prepare for the possibility of occasional large seasonable surpluses, the government also raised the export payment on both live hogs and pork on January 1.

Fruits: Impending integration will force Austrian fruit growers to streamline production and marketing—a thing that responsible agencies in Austria have sought for years. Top-grade table fruit is in no danger because it is in great demand and always fetches good prices, and its production is economically well based. This is not true for fruit of lesser quality or fruit for processing. They are in danger of being replaced by imports. Therefore, farmers who at present grow fruit only as a sideline will either have to change over to intensive practices, or give up fruit growing altogether.

Vegetables: About 25 to 30 percent of the Austrian vegetable producers belong to a group which grows under glass such items as paprika, cucumbers, kohlrabi, and lettuce, and which is so efficient that it has little to fear from foreign competition. Another 30 to 40 percent of the country's vegetable producers sell their field-grown summer vegetables so low that they could hardly be undercut even if imports were liberalized. The remaining 30 to 40

percent of the growers do not measure up to the level of productivity required today and consequently will drop out of business as competition gets more vigorous in the larger European market.

On the whole, the quality of Austria's fruits and vegetables corresponds to international standards and in some cases is even superior to that of imported products. Therefore, Austria could adopt the EEC's quality specifications without any particular difficulty.

Wine: The EEC's wine marketing order will probably be acceptable to Austria if it offers protection for Germany's viticulture, which operates under conditions similar to those in Austria. In the meantime, Austria is preparing to set up a vineyard register and to adopt the methods of identifying the origin of wine brought to market that will govern the movement of wine within the Market area. Strict application of pertinent legislation will also improve marketing opportunities for Austrian wines in the higher-quality classes.

Sugar beets: The EEC's marketing order for sugar beets will not work to the detriment of Austrian beet growers, since the average producer price of sugar beets in all EEC countries, except Italy, is higher, and in some instances substantially higher, than in Austria. Austrian sugar interests feel though that the EEC will have to guard against Europe's sugar beet production being jeopardized by large-scale sales of sugar manufactured from low-priced cane.

Milk and Dairy Products: Austrian dairy leaders consider EEC policies relating to milk and dairy products not sufficiently defined as yet to permit a forecast of how association would affect the country's dairy industry. It is safe to assume, however, that if final EEC target prices fall anywhere near the present weighted average prices of major dairy products for the six Market countries, Austrian dairy farmers and creameries will have no cause for complaint about price competition once import restrictions are abolished. In the meantime, to maintain exports of dairy products in the face of increased tariff discrimination, the export payments applied to butter, cheese, and dried milk were raised on January 1, from 5.78 percent of stated value to 8.5 percent.

In any discussion of Austria's becoming allied with the Common Market there is always the "if" and the "when." The "if"—whether Austria will become associated with the EEC — seems fairly certain, the "when" is less definite. Much depends upon certain concessions that the Austrian Government feels that it must obtain, namely—

1. Recognition by the EEC of the fact that Austria's neutrality makes it impossible for the country to participate in any measures which are designed to bring about political integration with the member countries.

2. Permission to carry on trade with the Soviet Bloc in substantially larger volume than the level envisaged for full members of the EEC.

3. A longer period of transition for agriculture than that provided for in the Common Agricultural Policy.

While concessions are doubtful on any but the first of these conditions, most informed observers believe that association will be worked out for Austria, with the time needed to come to terms estimated at 2 to 3 years. Actually, it may not take that long. Because of Austria's geopolitical position, EEC officials have expressed the opinion that Austria's case for associate membership is more imperative than that of Sweden or Switzerland.

AUSTRIA'S IMPORTS AND EXPORTS OF AGRICULTURAL PRODUCTS[1]

Year and item	Imports			Exports		
	Total	EEC	Percent of total[2]	Total	EEC	Percent of total[2]
1961:	*Mil. dol.*	*Mil. dol.*	*Percent*	*Mil. dol.*	*Mil. dol.*	*Percent*
Food, feed, livestock	153.8	43.4	28	52.7	40.0	76
Livestock, meat	(14.6)	(1.5)	(11)	(28.0)	(25.6)	(92)
Dairy products	(2.6)	(1.0)	(39)	(13.2)	(9.4)	(71)
Beverages and tobacco	17.1	7.2	42	2.3	1.9	83
Fats and oils	20.5	8.3	41	.4	.3	82
Oilseeds	3.3	.3	9	.7	.6	79
Hides, skins	9.2	3.2	36	4.7	4.3	92
Total	303.9	62.4	31	60.8	47.1	77
Jan.-June 1962:						
Food, feed, livestock	85.8	24.8	29	32.6	21.5	66
Livestock, meat	(4.9)	(.5)	(11)	(16.5)	(13.9)	(84)
Dairy products	(1.3)	(.5)	(36)	(6.8)	(4.8)	(71)
Beverages and tobacco	10.3	2.9	29	.6	.5	76
Fats and oils	9.3	3.4	37	.2	.1	76
Oilseeds	1.8	.2	9	[3] .0	[3] .0	56
Hides, skins	4.3	2.2	51	1.5	1.1	73
Total	111.5	33.5	30	34.9	23.2	66

[1] Minor items not belonging to any of the commodity groups listed have been omitted.
[2] Percentages computed on the basis of unrounded figures.
[3] Less than $50,000.

Indian Food Prices Drop In Midst of Emergency

Despite the prevailing emergency conditions in India, food prices have fallen substantially during the past 6 weeks. Rice prices have declined from 2 to 10 percent, wheat, from 2 to 4 percent, and prices of corn, sorghum, millets, and pulses have also registered decreases.

The fall in food prices came for several reasons: Regulatory measures announced by the Government of India in November; claims by officials of a satisfactory food grain stock position; continuing imports of food supplies from abroad, especially under Title 1 of P.L. 480; and good crop prospects for the current harvest.

Four Price Vigilance Zonal Committees have been set up to watch prices, to suggest ways of preventing sharp rises, and to help guide production to meet both defense and civil requirements of essential commodities.

Meanwhile, India — which relies heavily on food imports—is taking steps to become self-sufficient in food production. Recently, the Ministry of Food and Agriculture drew up a nine-point program aimed at intensifying farm production. Although the Third Five-Year Plan already contains measures for increasing farm output, this new program represents a reorientation of the original provisions.

Prospects for Feed Grains

Growing prosperity in Western Europe and Japan is causing U.S. feed exports to climb

By ANSEL S. WOOD
Grain and Feed Division
Foreign Agricultural Service

U.S. feed grain exports set a record total of 14.7 million metric tons in 1961-62. Contrasted with the 1956-57 feed grain exports of 6.4 million tons, this represents an average annual increase of 22 percent over the last 6 years, and stands out as one of the bright success stories in our agricultural trade.

U.S. exports in 1961-62 made up 52.7 percent of world trade in feed grains, in contrast to only 36 percent in 1956-57. Approximately 73 percent of these shipments went to Western Europe and Japan, areas which have been enjoying good economic growth, and virtually all of these sales were for dollars. Canada, of course, is one of our traditional good customers for feed grains.

Principal reason for this boom in feed grain utilization is the prosperity of the industrial countries. With higher wages, people have been able to buy more animal products. Livestock numbers increasing at around 3 percent annually have spurred a rising demand for concentrate feeds.

While grain production has expanded in these deficit areas, it has not kept pace. However, with a favorable balance-of-payments position the industrialized countries have been able to import what they need. And not only has our feed grain business benefited, but all the big exporting countries—Argentina, Canada, Australia and South Africa—have upped their shipments.

The forces causing the upsurge in the feed grain trade are apparently continuing in the current marketing year. U.S. feed grain exports in the July-December period of 1962 totaled about 7.4 million metric tons, some 41 percent more than in the similar period in 1961. While our 1961 exports for this period were below average, this increase is still substantial. So far corn exports have made up 66 percent of the season's total, grain sorghum 20 percent, barley 11 percent, and oats 3 percent.

Smaller supplies abroad

Several factors have had an accelerating effect on our exports during the current (1962-63) marketing year. As a preface, the 1961 barley crop was quite generally reduced by drought in Europe, the Mediterranean area, Canada, and the United States. Further, Canada, Australia, and France drew from their stocks to fulfill commitments to Communist China. Thus, in barley-producing Western Europe, feed supplies were at a low level by mid-1962.

Meanwhile, cold wet weather in Western Europe delayed maturation of crops, and wet harvesting conditions delayed availabilities of local feed supplies. Therefore, it was necessary for these European countries, including France, to import large amounts to maintain their livestock, at a time when they would ordinarily be using their own crop.

Also, in England farmers had been holding barley until November 1, 1962, at which time they were eligible for an extra payment of $2.10 per long ton, under a new regulation designed to avoid a post-harvest glut in their markets. As a result, larger early-season movements of corn into that market were possible.

Another factor contributing to our high early-season exports was the longshoremen's strike in the United States. This injected some apprehension into the feed grains markets and during the cooling-off period undoubtedly stimulated some advance buying. The strike, which again became effective on December 23, will, of course, cut sharply into our current substantial lead over last year's exports to date. However, we may well expect a reaction by way of larger shipments after a strike settlement.

The 1962 harvests

The United Kingdom and West Germany, the largest consumers for our feed grains, both had large barley crops in 1962 and also sizable quantities of weather-damaged feed wheat. Yet despite these supplies, our feed grains have been moving strongly into these two countries.

In France, which is the big grain supplier within the large Western European market, the barley crop was about normal this past year. The French corn crop, which is never a large part of the country's total production, was down by about 700,000 tons. This, however, will be offset by denaturation of wheat for feed.

Italy's corn crop suffered heavily from drought in 1962, so that the Italians may import a million tons more than last year. Italy's traditional restrictions of feed grains were inactivated under the Common Market, allowing free access to the Italian market. The United States is picking up a sizable portion of that market.

Japan's market

Japan imported 2,361,000 metric tons of feed grains in 1961-62, of which 1,206,000 came from the United States. Whereas previously, poultry feed comprised the principal portion of the feed business in Japan, currently hog feeds are growing.

Production of wheat and barley, both human foods in Japan, declined substantially in 1962. This should reduce the sizable quantities of these crops used for livestock feed. Also, shipments of corn from Thailand to Japan are running behind those of last year. Hence, it appears that the United States stands to increase total feed grain exports to the rapidly growing Japanese market this year.

The U.S. FEED GRAINS COUNCIL, *which cooperates with the Foreign Agricultural Service in expanding markets for our feed grains, has offices in Rome, London, Rotterdam, Hamburg, Madrid, Athens, Bogota, and Tokyo.*

Our Cotton Markets In Asia: 1963

By GUY A. W. SCHILLING
Cotton Division
Foreign Agricultural Service

An on-the-spot survey of 12 countries in Asia during the last 3 months of 1962 revealed no great change in the market for American cotton on that continent during 1963. Some countries will take less cotton because their export markets are shrinking, while others will take more.

This situation is the result of Asia's extensive drive for self-sufficiency in textiles for the past 6 or 8 years. For example, Indonesia's local textile industry is expanding. As a result, Indonesia will use more American cotton and reduce its textile imports.

Countries like Japan, Taiwan, and Hong Kong realize that their textile export markets will continue to shrink because of the development of domestic textile industries in Southeast Asia and elsewhere. Southeast Asian countries have been their main export market for years. These three countries are now trying to move or sell some of their excess spinning and weaving equipment to new African countries that are beginning textile industries.

Japan is still our best foreign customer. Competitively priced American cotton stands a good chance to obtain a large share of Japan's export market. This opportunity was evident when prices of Central American cotton skyrocketed during the last part of Thanksgiving week. Substantial purchases of American cotton were made by Japan at that time. This spurt did not last, however, because of rumored cheaper American cotton export prices.

Lebanon will continue to depend largely on neighboring Syria for cotton. Only occasionally will small quantities of American cotton be purchased, some perhaps with U.S. credit facilities. No great expansion of Lebanese spindlage is expected.

Pakistan has a booming textile industry. Local mills are getting huge profits for their textiles, and they are increasing spindlage. As long as Pakistan has no foreign exchange, the American market will be limited to sales of extra-long staple cotton under P.L. 480.

India had a short cotton crop again in 1961-62. Transportation problems growing out of the war with Red China have put a damper on local disposal of mill production. Thus, mills may be slow in using the P.L. 480 cotton recently programmed to India. Before the China war, prospects for increased mill consumption and a large cotton production were good. Generally, India's economic position was extremely poor before the Chinise-Indian border conflict and could become worse as military and defense costs rise.

Burma will again be in the market for American cotton —taking from 10,000 to 20,000 bales—to be obtained under a P.L. 480 cotton agreement for 60,000 bales. The balance will be processed in third countries.

Purchase of the cotton to be processed in Burma will be handled by a State Trading Corporation through tenders. Burma still has only 40,000 spindles, with 40,000 more to be erected by Red China. To date, no progress has been made on the construction of these Red Chinese spindles. West German and British interests may also erect some additional spindles within the next 2 or 3 years.

Thailand continues to be a good market for U.S. cotton. Serious endeavors to improve the quality of the local cotton produced may eventually reduce the market for American cotton. The spindlage in Thailand is now about 102,000 spindles, to which 10,000 will be added shortly.

The *Federation of Malaya's* mill in Singapore is closed and liquidated. A small mill with 6,000 spindles has been built in Johore State. More mills will be built, with an eventual capacity of 75,000 spindles. This goal, however, will take time.

Indonesia is making a spectacular drive to expand its cotton textile production. Its 8-year plan, ending in 1968, provides for the building of 1,350,000 spindles for cotton and 350,000 spindles for man-made fibers. Today, Indonesia has 233,048 spindles operating. Another 180,000 from Japan and Britain are almost operative; the sale of 60,000 more from West Germany is being negotiated. No start has been made on the erection of a planned 133,000 spindles from Red China. The USSR is trying to sell about 400,000 spindles to Indonesia.

Unfortunately, Indonesia's cotton buying system is complicated, and could be changed only with great difficulty. Cotton exporters have no direct contact with the mill. Mill requirements are sent to three government offices before they are relayed to American exporters by the Indonesia Supply Mission in New York. The weakness of this system was pointed out to government officials.

Vietnam has a well-organized, well-run cotton textile industry. The industry consists of three mills which will contain 100,000 spindles by the end of 1963.

Hong Kong now has 625,000 spindles with no additions planned—in fact, disposal of some of the spindles is planned.

The Philippine Republic has close to 600,000 spindles, which should consume a large portion of American cotton if our price is competitive.

Taiwan's 460,000 spindles are 260,000 more than needed for local consumption. Export markets for all the production of the remaining 200,000 spindles cannot be found, hence efforts are being made to move or sell some of them to new African countries.

The problems American shippers had with P.L. 480 cotton shipments to Taiwan—such as delays because letters of credit were not opened in time—were discussed with the mills, shippers' agents, and government authorities. Everyone understood the problems, and they assured that steps had been taken to remedy these delays.

Taiwan is anxious to educate its mills to ask for exact specifications when buying and receiving American cotton.

(Continued on page 15)

New U.S.-Japan Feed Grains Pact Signed—U.S. Exports To Peak

The signing of a new third-party contract with the Japan Feed Council was the principal object of the recent trip to Japan of Clarence D. Palmby, Executive Vice President of the U.S. Feed Grains Council.

The new contract—effective January 1—will strengthen the joint efforts by both councils to promote utilization of U.S. feed grains in Japan and to expand Japan's animal production.

To remain in effect indefinitely, the contract emphasizes a project-by-project approach. Jointly financed activities will be provided for only in project amendments to the basic contract. Also, the Japan Feed Council will bear all the basic administrative costs of the Japan Feed Council office, except for extra office activities. Previously, the U.S. Feed Grains Council paid 65 percent of these costs.

"With the demand for feed grains becoming larger and larger in Japan, one would optimistically think that the potential to sell in that country is almost unlimited," Mr. Palmby said.

Today Japan is importing, all told, about 180,000 tons of corn per month, plus 40,000 tons of grain sorghums. It is compounding feed at the rate of 400,000 tons per month.

Mr. Palmby estimates that Japan will be buying over 1 million tons of U.S. corn in 1962-63, making this the biggest year so far. He reports that February, March, and April will be good months for U.S. sales.

U.S. grain sorghum, too, continues to move to Japan in an increasing volume. Japanese feed formulators are looking more and more to grain sorghum as a replacement for mill feeds, since sorghum is a more efficient source of energy for poultry and livestock.

Mr. Palmby places his estimate for U.S. sorghum exports to Japan at 500,000 tons in 1962-63. Taken together, U.S. corn and sorghum shipments would then reach 1.5 million tons or better, for an export value of $75 million.

Barley—currently not imported by Japan for feeding purposes — may soon become an important ingredient in swine feed formulas in that country. According to Mr. Palmby, Japanese authorities will allocate funds for barley imports, and shortly after April 1, barley offers from the United States will be considered. "It would not be surprising if Japan were to become a heavy buyer of U.S. barley from the West Coast of the United States," he said.

Shipments of dehydrated alfalfa to Japan have grown from almost nothing in 1955 to over 100,000 tons in 1962, all of which came from the United States.

U.S. Wheat Official Wins Peruvian Award

At a recent ceremony in the Presidential Palace, Lima, Peru, Harlan S. Parkinson, Director of Great Plains Wheat for South America, received The Order of the Knights of Carrion from Victor Solano, Peruvian Minister of Public Health.

The award praises Mr. Parkinson's efforts in behalf of a school lunch program that is now feeding 200,000 Peruvian school children daily.

Market Development Helps Push Sale Of U.S. Soybean Meal in West Europe

The joint market development program of the Soybean Council of America (SBC) and FAS is credited with a sizable assist to cash sales of U.S. soybean meal to Western Europe during 1962.

In France—Western Europe's biggest buyer of U.S. soybean meal last year—the SBC sponsored an exhibit at the Paris Agricultural Fair. Here, feed technicians from the SBC and U.S. feed companies met with foreign business interests and explained how the United States successfully uses soybean meal in balanced feed rations. The Council has made agreements with 4 French feed associations to test the efficiency of soybean meal.

Last year, the SBC in Belgium sponsored the visit of a feed team of Belgian technicians to U.S. feed mills and livestock plants to observe first hand the results of soybean feeding-programs. Also, the SBC participated in the Brussels Livestock Congress and reached a joint-project agreement with the Belgian Ministry of Agriculture, similar to the French agreement.

In West Germany, the Council was represented at the German Agricultural Society fair. Technical assistance, too, has been an important arm of the SBC's market promotion in that country.

In Denmark, the SBC emphasized the value of soybean meal as an ingredient in poultry and hog feeds.

SBC market development in the Netherlands has concentrated on promotion through nutritional seminars and livestock meetings. Activities followed a similar pattern in Spain, where the Council took part in seminars on animal nutrition.

New U.S. Trade Center for Agriculture And Commerce To Open in Tokyo

Moving-in day is near at the new U.S. Trade Center in Tokyo, for the four-man Department of Agriculture staff which will direct the agricultural market promotion activities of the Center.

After major renovation of rented quarters in Tokyo's Tameike building, offices are expected to be occupied about February 1. The formal opening of the Center will take place April 2, with an exhibit of laboratory equipment and supplies. The first agricultural show will begin May 20, highlighting U.S. feed grains, with special emphasis on animal nutrition.

The Center is a joint facility of the U.S. Departments of Agriculture and Commerce, designed to boost Japanese imports of American products. It will be the second time the two agencies have teamed in opening a trade center. The other, in London, has been in successful operation since 1961.

The Tokyo Center will offer a complete package to the agricultural export trade: Facilities for display and sale of goods; publicity for U.S. products; assistance in finding agents; and advice in sales procedures. Its facilities will be available to the FAS market development cooperators and also to individual U.S. firms anxious to make contacts with Japanese buyers, agents, and distributors.

The Trade Center is within two blocks of the American Embassy in the Akasoka section of Tokyo on a major business thoroughfare known to Americans as "Tenth Street." The Center itself will be open primarily to businessmen, but its central location and prominent show windows assure ample viewing of product displays by the public as well.

General operation of the Center will be under the auspices of the American Embassy in Tokyo. Agricultural promotion activities will be under the direction of U.S. agricultural Attaché Joseph C. Dodson. Assistant Attaché D. R. Strobel, formerly of the FAS Dairy and Poultry Division, will have his office in the Center and will direct day-to-day operations, assisted by a Japanese staff of three.

Agriculture will use the main exhibit area (7,000 square feet) twice a year for special exhibits and will also have a permanent display area, demonstration room, and kitchen.

Japan, a cash-paying customer, has been the largest foreign buyer of U.S. agricultural products in each of the last two years. It takes approximately $500 million worth a year of U.S. cotton, soybeans, wheat, feed grains, cattle hides, tallow, tobacco, and several other farm products. Because of Japan's active economic growth, opportunities for expanded agricultural sales are good and the Center will help U.S. traders take advantage of them.

Strike May Affect U.S. Dollar Sales of Grain

The major effect in the commodity area of the shipping strike which closed down East Coast and Gulf ports December 23 may be on U.S. grain moving to dollar markets.

Grain normally makes up under one half of U.S. farm exports shipped in January. The bulk of these moves out of the strike-bound ports.

USDA expects to catch up with P.L. 480 shipments (about half U.S. grain exports) within 6 months after the strike. However, U.S. grain going to dollar markets faces keen competition, and indications are that the delay in shipments will lead to loss of sales. Foreign importers are hesitating to order for January, February, and March delivery, and are reported turning to other suppliers. Countries whose fiscal years end in these 3 months usually place big orders during January and February.

Latin America Wants More Brahman Cattle for Breeding, Survey Team Finds

A survey team just back from Latin America reports that cattle ranchers there want to purchase more U.S. Brahman cattle to crossbreed with their native stock.

(Brahman can withstand tropical heat and disease infestation better than the English breeds. Since 1959, the United States has exported over 16,000 head of Brahman to Latin America. In 1959—the peak year—Brahman accounted for 52 percent of all U.S. breeding cattle shipped to that area.)

Making the survey on foreign market development were Thomas Abell, first Vice President, American Brahman Breeders Association; Harry P. Gayden, Executive Secretary; J. T. Stack, Director; and Claude E. Dobbins, Marketing Specialist, USDA.

This—the fourth and final phase of a 12-country marketing project begun in Latin America in 1961—included stops in Mexico, Panama, Ecuador, Peru, Paraguay, Argentina, and Brazil.

On the ranches—some with more than 5,000 head—they inspected and classified cattle to establish a record system for purebred animals, and promoted the use of Brahman stock in upgrading criollo (or native) cattle and improving purebred herds. Where Brahman were already being crossed with local stock, the specialists noted the heifers had hybrid vigor and matured early—in many cases, one year sooner than animals not bred in this way.

The ranchers, according to Mr. Abell, said the use of Brahman blood in their breeding programs has proven worthwhile. They reported the calves developed sound fat and bone, had good reproductive ability, and could roam great expanses of rough ranges without lameness or fatigue.

The specialists noted that the greatest competition for the Latin American market comes from Brazil's Cebu cattle; these are Brahmans but bred for different breed characteristics.

CROPS AND MARKETS

Venezuela Has New Tobacco Cooperative

A new tobacco export cooperative is being organized in Venezuela to relieve a domestic surplus situation by encouraging export sales. The Minister of Agriculture reportedly believes that exports of burley can be made to Austria and Italy and possibly to West Germany and the Netherlands.

U.S. Tobacco Exports Down in November

U. S. exports of unmanufactured tobacco totaled 53.1 million pounds in November 1962, compared with 69.5 million in November 1961. The value of November 1962 exports was $44.6 million, in contrast with $54.8 million.

Most kinds of tobacco showed decreases. Flue-cured exports, at 43.9 million pounds, were 12.9 percent below those for November 1961, and burley exports, at 4.8 million, were down 26.1 percent. Dark-fired Kentucky-Tennessee exports totaled only .7 million pounds, compared with 8.0 million in November 1961.

For the first 11 months of calendar 1962, total exports of unmanufactured tobacco, at 417.0 million pounds, were 8.9 percent smaller than those of January-November 1961. Exports of flue-cured were down 8.3 percent, mainly due to quality of much of the 1962 crop. Dark-fired Kentucky-Tennessee was down 40.3 percent, Maryland 7.7 percent, and Virginia fire-cured 5.8 percent. Burley, however, was up 4.0 percent.

TOBACCO, UNMANUFACTURED: U.S. EXPORTS BY TYPE, NOVEMBER AND JANUARY-NOVEMBER 1961 AND 1962, WITH PERCENTAGE CHANGE

(Export weight)

Type	November		January-November		Percent change
	1961	1962	1961	1962	
	1,000 pounds	*1,000 pounds*	*1,000 pounds*	*1,000 pounds*	*Percent*
Flue-cured	50,390	43,912	366,358	335,915	− 8.3
Burley	6,556	4,848	34,737	36,123	+ 4.0
Dark-fired Ky.-Tenn.	8,012	689	22,149	13,214	−40.3
Va. fire-cured [1]	213	530	4,616	4,346	− 5.8
Maryland	814	1,518	10,780	9,947	− 7.7
Green River	2	—	523	630	+20.5
One Sucker	397	6	797	298	−62.6
Black Fat, etc.	265	320	3,923	3,407	−13.2
Cigar wrapper	515	265	4,079	4,365	+ 7.0
Cigar binder	1,000	127	2,936	775	−73.6
Cigar filler	—	1	193	3	−84.5
Other	1,320	861	6,858	7,965	+16.1
Total	69,484	53,077	457,949	416,988	− 8.9
	Million dollars	*Million dollars*	*Million dollars*	*Million dollars*	*Percent*
Declared value	54.8	44.6	356.0	331.1	− 7.0

[1] Includes sun-cured.
Bureau of the Census.

Exports of tobacco products in November 1962 were valued at $10.7 million, compared with $9.8 million in November 1961. All categories of products, except smoking tobacco in packages, rose. For the first 11 months of calendar 1962, the value of all products shipped abroad was $105.6 million—up 6.6 percent from January-November 1961.

TOBACCO PRODUCTS: U.S. EXPORTS, NOVEMBER AND JANUARY-NOVEMBER 1961 AND 1962, WITH PERCENTAGE CHANGE

Product and value	November		Jan.-Nov.		Percent change
	1961	1962	1961	1962	
Cigars and cheroots *1,000 pieces*	1,401	1,588	16,031	17,664	+10.2
Cigarettes *Million pieces*	1,987	2,155	20,326	21,629	+ 6.4
Chewing and snuff *1,000 pounds*	37	60	605	595	− 1.7
Smoking tobacco in pkgs. *1,000 pounds*	83	53	720	490	−31.9
Smoking tobacco in bulk *1,000 pounds*	879	1,045	8,235	7,600	− 7.7
Total declared value *Million dollars*	9.8	10.7	99.1	105.6	+ 6.6

Bureau of the Census.

Turkish Five-Year Plan Stresses Tobacco

Turkey's first five-year plan for agriculture (1963-67) calls for a substantial increase in tobacco production.

During the first year of the plan, tobacco production is set at almost 300 million pounds, of which about 170 million is expected to be exported during 1964. The plan calls for production to approach 331 million in 1967, of which about 183 million would be exported. On the basis of a 640-pound yield per acre, planted acreage in 1967 would have to be 33 percent greater than the 390,000 acres harvested in 1962.

In conjunction with the increase in domestic leaf tobacco production, the plan calls for expanding the existing domestic cigarette output capacity from 75.8 million pounds in 1962 to about 95 million in 1967 through construction of a new factory in Maltepe and modernization of the Adana and Malatya factories.

Italy's Tobacco Trade Larger In 1962

Italy's exports and imports of unmanufactured tobacco were much larger in January-June 1962 than in the first 6 months of 1961.

Imports, at 35.9 million pounds in the first 6 months of 1962, were nearly four times as large as those a year earlier, reflecting the shortfall in the Italian crop in 1961. Exports, at 27.1 million pounds, were 75 percent above those in January-June 1961.

Major markets were West Germany and Netherlands. The rise in exports during a period when domestic supplies had to be supplemented by increased imports, is indicative of Italy's efforts to maintain strong trade relationships with

other members of the EEC. Most of the 1962 exports were reportedly from the crop grown in 1960.

TOBACCO, UNMANUFACTURED: ITALY, IMPORTS AND EXPORTS, JANUARY-JUNE 1961 AND 1962

Country	Imports from January-June		Exports to January-June	
	1961	1962	1961	1962
	1,000 pounds	*1,000 pounds*	*1,000 pounds*	*1,000 pounds*
United States	—	4,305	598	1,910
Turkey	3,614	11,690	—	—
Brazil	—	7,049	—	—
Greece	1,450	5,638	—	—
Indonesia	—	3,486	—	—
Yugoslavia	2,205	2,035	—	—
Bulgaria	1,873	1,599	—	—
Germany, West	—	—	8,742	18,272
Netherlands	—	—	2,189	2,457
Switzerland	—	—	(1)	1,370
Others	77	70	3,916	3,139
Total	9,219	35,872	15,445	27,148

[1] If any, included in others.

Statistica Mensile del Commercio con L'Estero, June 1961 and 1962.

Austria Buys More U.S. Tobacco

Austrian imports of unmanufactured tobacco during the first half of 1962 totaled 13.1 million pounds, compared with 12.7 million in January-June 1961. Larger takings from the United States and Poland accounted for most of the increase.

Imports of U.S. leaf were more than double the January-June 1961 level and were the largest since calendar year 1958. Takings from Poland totaled 2.1 million pounds, and were the largest on record.

TOBACCO, UNMANUFACTURED: AUSTRIA, IMPORTS BY COUNTRY OF ORIGIN, JANUARY-JUNE, 1960, 1961, AND 1962

Origin	January-June		
	1960	1961	1962
	1,000 pounds	*1,000 pounds*	*1,000 pounds*
United States	8	2,172	5,169
Poland	552	860	2,125
Turkey	834	(1)	1,926
Bulgaria	(1)	(1)	1,411
Rhodesias-Nyasaland	31	(1)	884
Greece	3,059	(1)	436
Brazil	290	254	376
Yugoslavia	441	(1)	198
India	(1)	331	145
Indonesia	(1)	551	101
Others	854	8,507	370
Total	6,069	12,675	13,141

[1] If any, included in others.

More Growers Plant Tobacco in Nyasaland

More growers have registered to plant fire-cured tobacco in Nyasaland than last season. In the Northern Division registration is 30 percent higher, bringing the total to 65,000 growers. In the Southern Division a 20-percent increase is forecast. A doubling of the number of growers of Turkish tobacco in the Northern Province is also anticipated due to the favorable marketing of the previous crop.

The merging of the two tobacco auction floors in Limbe has been approved by share holders; the new company will be known as Auction Holdings Nyasaland Limited.

Canadian Tobacco Use Still Rising

Canada's consumption of all kinds of tobacco products, except plug tobacco, as indicated by tax-paid withdrawals, continued upward through the first 9 months of 1962.

Cigarette sales, at 28.8 billion pieces, were 5.4 percent greater than the 27.3 billion pieces sold during January-September 1961. The trend to filter-tip and king-size cigarettes also continued to rise. Filter-tip cigarettes accounted for slightly over 55 percent of total sales, while king-size cigarettes rose over 20 percent.

Cigar sales totaled 252 million pieces, compared with 240 million sold during the first 9 months of 1961. Sales of cut tobacco (smoking and chewing) were up 1.2 percent, snuff up 3.2 percent, while plug tobacco was down 2.6 percent from January-September 1961 levels.

New Zealand Changes Meat Import Laws

The New Zealand Department of Agriculture has modified its sanitary requirements to permit possible future imports of all sterile meat items, including poultry. Despite this change, such meat items cannot be imported at the present time, because the Licensing Schedule does not permit the entry of items for which there has been no history of imports. Cured meats which are not sterile will not be permitted entry under the new sanitary regulations.

U.S. Cotton Linters Imports Down

U.S. imports of cotton linters, mostly felting qualities, were 7,000 bales (500 pounds gross) in November 1962, compared with 9,000 in October and 16,000 in November 1961. Linters imports during the first 4 months of this season (August-November) totaled 33,000 bales, against 63,000 in the corresponding 1961 period.

Principal sources of linters imports during August-November 1962, with comparable 1961 figures in parentheses, were: Mexico 21,000 bales (41,000); U.S.S.R. 4,000 (11,000); Guatemala 4,000 (3,000); and El Salvador 3,000 (2,000).

U.S. Cotton Exports Lower

U.S. exports of all types of cotton in the first 4 months (August-November) of the current season are less than half as large as exports in the corresponding 1961-62 period. November exports totaled 299,000 bales compared with 157,000 in the preceding month, and 402,000 in November 1961.

Registrations for exports under the 1962-63 payment-

in-kind program reached 1,847,000 running bales through January 4, against 3,100,000 bales on approximately the same date a year earlier.

COTTON: U.S. EXPORTS BY COUNTRY OF DESTINATION, AVERAGE 1955-59, ANNUAL 1960 AND 1961, AUGUST-NOVEMBER 1961 AND 1962

(1,000 running bales)

Destination	Year beginning August				
	Average 1955-59	1960	1961	August-November 1961	August-November 1962
Austria	33	35	33	11	3
Belgium & Luxembourg	160	179	100	43	20
Denmark	17	23	13	3	2
Finland	22	29	21	8	3
France	360	549	300	144	51
Germany, West	475	421	205	110	23
Italy	416	454	376	174	89
Netherlands	124	179	106	45	17
Norway	10	14	13	5	3
Poland & Danzig	85	228	139	0	7
Portugal	28	25	18	10	2
Spain	171	171	155	86	(1)
Sweden	75	101	99	36	14
Switzerland	64	99	75	37	12
United Kingdom	525	371	270	120	45
Yugoslavia	108	88	175	63	11
Other Europe	17	8	9	4	2
Total Europe	2,690	2,974	2,107	889	304
Australia	54	49	79	15	11
Canada	217	259	397	135	67
Chile	35	51	12	6	(1)
Colombia	33	0	1	0	(1)
Cuba	27	2	0	0	0
Ethiopia	4	4	13	1	3
Hong Kong	134	219	104	27	16
India	184	599	216	10	26
Indonesia	30	36	46	26	26
Israel	16	9	10	1	1
Japan	1,154	1,746	1,028	338	182
Korea, Rep. of	205	195	300	84	41
Morocco	10	9	14	6	3
Pakistan	14	5	40	2	(1)
Philippines	64	149	142	22	28
South Africa	26	51	52	23	3
Taiwan (Formosa)	153	176	256	45	26
Thailand	4	23	30	11	7
Uruguay	15	18	11	7	0
Venezuela	2	(1)	16	6	0
Vietnam [2]	2	26	30	9	15
Other countries	27	32	26	6	2
Total	5,100	6,632	4,930	1,669	761

[1] Less than 500 bales. [2] Indochina prior to 1958. Includes Laos and Cambodia.

Compiled by Cotton Division, FAS, from Bureau of Census records.

Rhodesia and Nyasaland Grow More Sugar

The sugar industry in Rhodesia and Nyasaland has expanded tenfold over the last 5 years.

A new report estimates sugar production for 1962-63 at 104,800 short tons raw value compared with an earlier estimate of 92,000 and only 9,000 for the 5-year average, 1955-56 to 1959-60. Consumption accounts for about 95,000 tons. Production is now reaching self-sufficiency, and it is likely that a small surplus will develop in the near future.

A new report by the Commission of Inquiry recommends that the expected surplus be used to encourage increased consumption through lower prices. Continued import controls are also recommended, with a duty to protect domestic prices.

Small-scale production of jaggery (open-pan raw sugar) for local use is also to be encouraged by the government.

Lebanon Sets Egg Size Standards

In compliance with the request of the Bureau for Protection of the Consumer, the Lebanese Ministry of National Economy issued a decree on November 15, 1962, dividing eggs into four size categories. They are as follows:

Size 1—eggs weighing 63 grams or over
Size 2—eggs weighing 56 to 62 grams, inclusive
Size 3—eggs weighing 49 to 55 grams, inclusive
Size 4—eggs weighing 42 to 48 grams, inclusive

No eggs shall be sold or offered for sale unless the weight has been plainly stamped with indelible ink on each egg. No distinction was made for quality.

The present decree goes into effect on January 22, 1963.

U.K.'s Cheese Imports Continue High

The United Kingdom imported 234 million pounds of cheese in the first 3 quarters of 1962, or 20 million pounds more than in the same period of 1961. Supplies from Commonwealth countries, which make up about 77 percent of total imports, were 13 percent higher than the year before. Larger amounts also were received in this period from the Netherlands, France, and Ireland. Denmark, Norway, Finland, Switzerland, and South Africa were among the supplying countries shipping less cheese to the United Kingdom than a year earlier.

Lebanon Requires Chicken Import Licenses

The Minister of National Economy has placed live and slaughtered chickens on the list of products requiring prior import licenses.

Live selected chickens intended for flock improvement and which remain under the supervision of the Ministry of Agriculture, are exempt from the requirement. Also, chicks in the "one-day" category are exempt.

Sweden's Trade in Dairy Products

Sweden's butter exports during January-September 1962 totaled 26 million pounds, substantially above comparable 1961 when exports were 7 million pounds. More than half the 1962 shipments went to the United Kingdom. West Germany took 5 million pounds, Italy 4 million, and Switzerland 1 million. Most of the remaining sales were made to countries in Africa.

Exports of cheese increased from 6 million to 10 million pounds. Shipments made to West Germany were 4 million pounds, Italy 3 million, and East Germany 2 million.

Dry whole milk exports at 2 million pounds were down 1 million from a year ago. Reduced sales to the principal markets, particularly West Germany and Switzerland, offset

increases to secondary markets.

Imports of butter into Sweden in the first 9 months of 1962 declined from 2 million pounds to only 115,000 and came almost entirely from Denmark.

Cheese imports of 12 million pounds were unchanged from the earlier year. Principal suppliers were Denmark 7 million pounds, the Netherlands 2 million, and Finland and Switzerland 1 million each.

Canned milk imports were less than 500,000 pounds in both years. The Netherlands was the major supplier.

Italy's Cheese Trade Increasing

In the first half of 1962, Italy exported 28 million pounds of cheese, an increase of 5 million pounds over comparable 1961. Principal types exported included Grana, Pecorino, and Provolone.

The United States, the major market, took 11 million pounds in this period, about half of which was Pecorino. Sales to other countries included 5 million pounds to Switzerland, 3 million to France, and 2 million each to the United Kingdom and Canada.

Italy's imports of cheese in this period were 48 million pounds, compared with 41 million pounds in the first half of 1961. West Germany and Switzerland shipped about 11 million pounds each, Denmark and Austria 7 million pounds each, France 4 million, and Finland 3 million. Smaller quantities came from Norway, Sweden, and the Netherlands. About half of total cheese imports was Emmentaler, supplied mainly by Switzerland, Austria, France, and West Germany.

Canada Exports More Dairy Products

In the first 9 months of 1962, Canada exported larger quantities of all manufactured dairy products except dry whole milk.

Exports of cheese in this period were 15 million pounds (7 million in 1961), of which 14 million went to the United Kingdom.

Sales of evaporated milk increased 26 percent to more than 4 million pounds, almost all of it sold to the Bahamas.

Exports of nonfat dry milk were up about 1 percent to 29 million pounds. Cuba and Italy were the heaviest purchasers, taking 8 million and 7 million pounds, respectively. Sales to the other traditional markets included Venezuela and Switzerland, 2 million pounds each, Trinidad and Jamaica, 1 million pounds each.

Dry whole milk shipments fell from 25 million pounds to 14 million and went almost entirely to Venezuela.

Malaya Copra/Coconut Oil Exports Down

Net exports of copra and coconut oil from the Federation of Malaya and Singapore totaled 9,836 long tons, oil equivalent basis, in January-September. This was only one-third the volume shipped in the first 3 quarters of 1961 and one-fourth the 43,003 tons shipped in the entire calendar year 1961.

Copra exports in January-September were less than half those of comparable 1961 with India taking just over 50 percent of the total. Imports decreased by over one-fourth, largely because of reduced supplies from Indonesia.

Coconut oil exports were down 23 percent from January-September 1961 shipments and imports of coconut oil declined 60 percent from those of corresponding 1961.

Copra and coconut oil exports in calendar year 1961 amounted to 107,492 and 57,143 tons, respectively.

COPRA AND COCONUT OIL: FEDERATION OF MALAYA, AND SINGAPORE, EXPORTS, IMPORTS, AND NET EXPORTS, JANUARY-SEPTEMBER 1961 AND 1962

Country	Copra		Coconut oil	
	Jan.-Sept.		Jan.-Sept.	
	1961 [1]	1962 [1]	1961 [1]	1962 [1]
	Long tons	*Long tons*	*Long tons*	*Long tons*
EXPORTS				
North America	—	—	1,108	6,325
South America	5,000	—	168	1,504
Europe:				
Belgium	7,304	600	—	—
Denmark	590	—	—	—
France	493	—	616	—
Germany, West	1,421	200	3,031	—
Italy	628	675	4,848	2,540
Netherlands	5,127	300	6,681	685
Norway	—	—	—	20
Spain	1,627	496	419	104
Sweden	1,529	1,175	—	420
United Kingdom	1,106	200	8,616	1,561
Yugoslavia	500	—	—	—
Other	—	400	—	—
Total	20,325	4,046	24,211	5,330
Africa:				
Egypt	—	—	1,002	605
Morocco	—	—	665	—
S. Africa, Rep. of	—	—	4,464	4,156
Other	—	—	1,932	3,045
Total	—	—	8,063	7,806
Asia:				
Burma	26	—	17	—
China, Mainland	—	—	2,700	600
China, Taiwan	—	—	720	—
Hong Kong	—	—	973	278
India	30,785	17,339	54	45
Indonesia	—	—	—	—
Iraq	2,260	2,000	105	—
Japan	18,614	5,310	—	—
Pakistan	—	—	1,553	1,281
Other	1,417	3,518	3,170	8,340
Total	53,102	28,167	9,292	10,544
Oceania	186	—	207	1,751
Grand total	78,613	32,213	43,049	33,260
IMPORTS				
British Possessions	822	2,535	2,121	838
Indonesia	92,765	64,715	79	5
Other	1,076	724	20	51
Grand total	94,663	67,974	2,220	894
Net exports	—16,050	—35,761	40,829	32,366
Net exports, copra and coconut oil:				
Copra equivalent	48,758	15,613	—	—
Oil equivalent	—	—	30,718	9,836

[1] Preliminary. Compiled from official sources.

Philippine Desiccated Coconut Exports

The 5,414 short tons of desiccated coconut the Philippine Republic shipped last November were about 17 percent and 4 percent less, respectively, than the 6,503 tons exported a month earlier and the 5,613 tons exported in November a year earlier. Total exports during January-November 1962, however, were slightly greater than the total shipped during January-October 1961.

DESICCATED COCONUT: PHILIPPINE REPUBLIC, EXPORTS BY DESTINATION, NOVEMBER 1961 AND 1962, JANUARY-NOVEMBER 1961 AND 1962

Destination	November		January-November	
	1961 [1]	1962 [1]	1961 [1]	1962 [1]
	Short tons	*Short tons*	*Short tons*	*Short tons*
United States [2]	5,437	4,666	53,651	51,307
Atlantic Coast	(4,221)	(3,138)	(40,686)	(37,366)
Pacific Coast	(831)	(1,141)	(9,018)	(8,946)
Canada	28	76	470	958
Total	5,465	4,742	54,121	52,265
Venezuela	—	15	30	63
Other	—	—	—	62
Total	—	15	30	125
Belgium	—	7	17	22
Denmark	8	30	62	290
Finland	—	—	—	8
France	—	—	18	10
Germany, West	—	60	1,452	1,654
Ireland	5	—	65	17
Italy	—	—	—	—
Netherlands	13	18	148	312
Norway	7	40	23	112
Spain	—	—	303	203
Sweden	12	117	72	213
United Kingdom	—	50	218	481
Other	—	—	—	[3] 464
Total	45	322	2,378	3,786
S. Africa, Rep. of	12	37	86	172
Hong Kong	10	33	64	233
Japan	2	5	9	16
Total	12	38	73	249
Australia	79	260	946	2,576
New Zealand	—	—	92	360
Total	79	260	1,038	2,936
Grand total	5,613	5,414	57,726	59,533

[1] Preliminary. [2] Includes Gulf Coast, Great Lake ports, Hawaii, and Puerto Rico. [3] Includes 25 tons to United Kingdom/Germany optional discharge. *Philippine Trade Sources.*

Indonesia Exports Less Copra in September

Indonesia's registered exports of copra in September 1962, at 1,634 long tons, were down sharply from August shipments of 15,921 tons. Copra exports by destination for August were: United States, 7,372 tons; Yugoslavia, 3,000 tons; Penang, 2,946 tons; Singapore, 2,603 tons. The tonnage destined for the United States was likely diverted since import data through October show no receipts of copra from Indonesia.

Spanish Olive Oil Production Lower

According to recent trade estimates the December freeze and stormy weather in Europe caused losses to the 1962-63 Spanish olive crop estimated at about 30,000 short tons of oil. Accordingly, Spanish olive oil production for the 1962-63 marketing season (November 1 through October 31) is now tentatively estimated at 365,000 tons. The 1962 crop in Spain matured later than usual.

Our Cotton Markets in Asia, 1963

(Continued from page 8)

Korea has a busy cotton-spinning industry enjoying profitable local sales. Exports of textiles are negligible at the present. Korea's buying through local agents of cotton exporters has worked well in the last year or so. Agents, inexperienced at the start, are anxious to learn the intricacies of cotton buying and are trying to do a good job.

In the new Asian cotton-spinning countries, spinners are eager to have it known that they are not new to cotton spinning. Many of them have knowledge of the industry gained in other countries, or they have experts working for them. Vietnam and Thailand are especially anxious for this to be realized by foreigners. Visits of shippers to the new spinning countries will bear fruit. These visits will be construed by the mills as a sign of appreciation of the importance of their industries.

While in Europe at the beginning of the trip, a report was made on the methods used in cotton arbitrations and appeals in Liverpool, Le Harve, Bremen, and Milan. Later during the survey, Bombay and Osaka were added to the four European markets reported on.

U.S. COTTON EXPORTS TO ASIA, AFRICA, AND AUSTRALIA

(Bales of 500 pounds gross)

Destination	Year beginning August 1		Aug.-October		
	1960-61	1961-62	1960	1961 [1]	1962 [1]
	1,000 bales	*1,000 bales*	*1,000 bales*	*1,000 bales*	*1,000 bales*
Asia:					
Burma	1	0	0	0	0
Hong Kong	219	105	11	20	11
India	625	221	42	10	13
Indonesia	37	48	1	24	21
Israel	9	11	2	1	([2])
Japan	1,801	1,054	122	264	97
Korea	200	305	29	63	13
Lebanon	1	([2])	1	0	0
Pakistan	5	41	1	2	([2])
Philippines	154	145	20	18	18
Singapore	6	2	0	1	0
Taiwan	179	257	7	38	19
Thailand	24	31	1	8	6
Vietnam	27	31	0	3	15
Total	3,288	2,251	237	452	213
Africa:					
Algeria	0	0	0	0	0
Ethiopia	5	13	1	([2])	2
Morocco	10	15	3	3	3
Rhodesias-Nyasaland	0	1	0	0	0
So. Africa, Rep. of	53	53	11	21	3
Total	68	82	15	24	8
Australia	51	66	11	14	10
Total U.S. exports	6,858	5,056	745	1,267	462

[1] Running bales.
[2] Less than 500 bales.

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